

STAMINA OF CAR, NOT NEW FEATURES, SHOULD BE TEST

Craze for Novelties Often
Leads Maker and Owner
Away from Essentials.

"The growing tendency of motor car buyers to be too strongly influenced by external features is causing no little concern to the manufacturer," says Ray Harroun, of the engineering department of the Nordyke & Marmon Company, makers of Marmon cars, which is represented here by the Potomac Motor Car Company. Arthur Foraker, a son of former Senator Foraker of Ohio, is connected with the company. Ray Harroun will be remembered by hundreds of Washington motorists as a participant in the first Munsey Tour in 1902.

"It is largely the fault of the manufacturers themselves, who have called attention away from mechanical excellence to special items in equipment, until now it is difficult to keep the buyer from forgetting all about the car itself in his eagerness to get something novel in the way of an accessory," continued Harroun. "What is needed is a concerted effort on the part of the manufacturers to exploit the real advantages of their cars and do away with featuring some new lighting device or a new type of starter. The purchaser should buy a car for its stamina, reliability, and easy riding qualities, and when he loses sight of these features there is danger of a large

crop of dissatisfied owners and a consequent slump in the demand for cars. Much more help can be given the buyer if he is told about some hard grueling race or tour that a car has won than if he is impressed with the value of some accessory that has no bearing on the durability or economy of the car itself.

"Personally I feel that a great deal more good was accomplished by the Marmon winning the Minneapolis to Winnipeg reliability tour without a puncture or any other penalty than could have been realized from exploiting any amount of new equipment. The performance of the Marmon in that tour was a demonstration of what a car can do in actual service, and that is what manufacturers should emphasize in selling cars if they are going to give their customers the best help in making a good selection. However, I do not mean to say that the makers of cars should not take advantage of anything new in the matter of equipment."

"If all the manufacturers would adhere closely to the policy of laying most emphasis on the car itself, what it is made of and what it will actually do, there would be a bond between maker and purchaser that could never be destroyed."

Prominent Maker Will Abolish Yearly Models

Following his recently adopted policy of banishing the yearly model bugaboo in connection with Overland motor cars, President John N. Willys will also apply this policy to Garford cars. Garford and Overland cars will, in the future, be manufactured each working day in the year just as any staple product is manufactured. President Willys believes that Overland and Garford cars have reached a near-perfect stage as possible to make them, and that to make radical changes each year simply to style them new models is a fallacy and a policy that interrupts system and efficiency. With the Overland and Garford plants working each day with no interruption, no changing of patterns and machinery and each man familiar with the work he has to perform, a larger production and better workmanship is assured.

BULB HORN DOOMED AS MOTOR WARNING, SAY THE EXPERTS

Its "Weak, Apologetic Gasp"
On The Highway Must
Be Eliminated.

Safety on the public highways depends, and must depend, very largely upon the ability of the motorist to give adequate warning of the approach of his car. It is for this reason that statutes are being more vigorously enforced which require the automobilist to sound his horn at all obviously dangerous crossings and points where congestion of traffic may occur.

The history of countless accidents has shown that failure to observe these requirements has contributed to more than a majority of the smash-ups and collisions which come before the public eye.

Therefore, it would certainly seem as if the day of the bulb horn is past, says the Motor Print. At best, this device—with its feeble, undependable "honk"—is an absolutely inadequate warning signal. It has neither the power to warn at any distance, nor the consistency to perform its task in a uniform manner. It seems to delight in uttering any degree of sound which varies from a guttural cough to a wheeze of the staccato type. Surely, there can be no argument for such a contrivance when life and property are dependent upon the per-

formance of its duty. It is the almost universal opinion of police officials and experienced motorists that the bulb horn must go—and these two bodies form the last court of appeal on public highway regulation.

The signal of the motor car must be imperative. It must be an uncompromising authoritative command—not a weak, apologetic gasp. The efficient signal must be ready for instant use at all times—under all circumstances. Otherwise it is a misnomer of a very dangerous character and a menace to all vehicles and pedestrians on the highway.

There are doubtless many of us who have been startled into unusual activity at the strident tones of the really efficient motor car signals, and, at the time, we have resented what seemed to be an unnecessary offense to our self-respect.

Strong Signals Best.

However, the streets and highways are no place to dream, and there is small satisfaction in being lulled into a false sense of security when danger is at hand. The warning signal "nuisance" is very largely a public weal. The very signals which unthinking people condemn have been perhaps the means of driving your child from the path of an oncoming car, whereas the obsolete bulb horn would have been altogether ineffective.

There is, of course, and always will be, the malicious "smart" motorist. The "smart Aleck" is deep rooted at intervals in the human species, and we can't keep him out of the motor car. It is with him that we find the real motor signal "nuisance"—he delights in running up quietly behind his unsuspecting victim and emitting a blasting roar from his signal that is quite as bad as the stroke of death.

Furthermore, he takes a fiendish pleasure in rousing all sleeping hamlets and villages when there is absolutely no occasion for any such proceeding. Such actions, of course, do constitute a "nuisance." It is only a mistaken, unhappy sense of humor at work, though, and this gentleman—along with the bulb nonentity—should be relegated to "fields, not green, but barren." The abuse of privilege should not condemn such a truly worthy and necessary device as the efficient motor car signal.

CARELESS DRIVERS MAKE MANY SMALL ERRORS OF JUDGMENT

Many Dollars Can Be Saved
by Motorist Who
Studies Car.

"In the course of a motoring experience one cannot help noticing several errors committed by others which are in some instances so regularly made as to lead the uninitiated to suppose that they are not errors at all. In fact, by sheer custom many such errors have established themselves firmly in the minds of those committing them to the extent that they will indignantly deny there is anything wrong in their behavior," says a writer in Motor Print.

"To the thinking motorist these remarks do not perhaps so strongly apply—the many who carefully reason everything out will have found out for themselves the fallacy of many things which to others would not have seemed unreasonable; but in the hope of drawing attention to some few regularly committed motoring errors I propose to enumerate the most conspicuous of them.

"As an instance of a common error I would first mention that of driving against the brakes—that is to say, slowing down the car when necessary by the application of the brakes without releasing the clutch or slowing down

the engine. Such a barbarous method of driving does exist, and there are even drivers who will tell you, and firmly believe so themselves, that this is the proper method of varying the speed of the car. To rational people the idea of pulling the car forward by the engine and holding it back by the brakes will at once appear ridiculous, and such drivers as commit this error would do well to try the principle when cycling, and when wishing to slow up, continue pedaling hard, while at the same time applying the brakes.

"This common error is one which, of course, does considerable harm to the car on which it is committed—it obviously cannot be good for the chassis to be pulled in half—by the engine pulling it forward and the brakes holding it back. Therefore, never apply the brakes without first slowing down the engine so that the latter itself is holding back the car, or else first withdrawing the clutch."

"How many, I wonder, even among those who are very careful with carburetor adjustments, and who give great consideration to the miles per gallon of gasoline, consider the question of starting as affecting this mileage? I have oftentimes noticed a driver before proceeding to start up his engine, vigorously shake the needle valve of the float chamber and flood the carburetor until some quarter of a pint of gasoline had been wasted. The same man will repeat this procedure every time he starts, and in a run necessitating many engine stops he will probably use half as much gasoline on starting alone as he does on running.

IMPORTANT FACTS BROUGHT OUT IN ALEXANDRIA CASE

Necessity of Annexation of
Part of County Pointed
Out by Witnesses.

Important new testimony was given today in the Alexandria annexation suit which is now being bitterly contested before the Alexandria county court. Two witnesses for the city gave important testimony as to the effect of annexation upon real estate values.

Dr. Samuel H. Lunt, a real estate operator, gave some decidedly interesting testimony about the scarcity of money in Alexandria. He reiterated much of his testimony given yesterday, and placed emphasis upon the fact that there are practically no building sites in the city on account of its congested condition. He said money was scarce because citizens and better investments elsewhere than they can in Alexandria under existing conditions.

F. T. Slavemaker gave testimony for the city along the same lines, and declared that annexation or some of the surrounding property was the only solution for many municipalities. It is expected that when the court closes late this afternoon Judge Bennett C. Gordon will announce an adjournment of the case for two weeks. He is compelled to go to Nelson county to preside over the court there.

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